



INFORM

 - "a Newsletter for Technology Customers"

October 2000

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Mark your calendar.

Expo & Customer Appreciation Day

October 19, 2000

9:30 a.m.—4:30 p.m.

**215 Dean A. McGee Street
Oklahoma City, Oklahoma****"Bridging the gap between
technology expectations and
successful results."**

The Greater Southwest Region's Federal Technology Service cordially invites you to attend this GSA Information Technology Show. Industry partner exhibits and state-of-the-art training sessions will feature information for the 21st century.

Please mark your calendar and plan to attend this **free training opportunity**. For more information, contact Bill Lively at 817 978-4086.

GSA exhibits will be presented by ***Federal Technology Service, Public Buildings Service, and Federal Supply Service**. Participating industry partners include, but are not limited to:

CST
Logicon
EER Systems
* PageNet
Southwestern Bell

Booz-Allen & Hamilton
Cox Communications
* Litton PRC
* SkyTel

Dell
* Nextel
* MCI
* Sprint

* State-of-the-art training sessions will provide information on wireless communication, pagers, "Smart Card" technology, and Millennia Lite.

End-of-Year Orders

will be processed**until 12 midnight****September 30, 2000****Fax to:** 817 978-4739

or

817 978-3454

or

817 978-8604

For assistance, contact:

Russ Colomo

817 978-4079

Sharon O'Toole

817 978-3687

Virginia Manning

817 978-3984

2000 Government winner announced.

FTS Receives USPS Mailing Excellence Award

The Federal Technology Service was selected as the 2000 Government winner for the third annual United States Postal Service Mailing Excellence Award. This prestigious Mailing Industry award was established in 1998 by the USPS and the National Postal Forum to acknowledge outstanding performance and creativity in the field of direct mail. Winners are chosen in five possible categories, Business, Government, Nonprofit, eBusiness, and Multicultural.

This past year, FTS teamed with two of its industry partners, MCI WorldCom and US Sprint, to pilot a Promotional Phone Card Pilot Program. The business goal of this program was to gather marketing feedback for FTS programs and services, which in turn could then be utilized to build customer awareness, enhance customer loyalty, and generate additional sales.

To establish brand identity for its newly released FTS logo, FTS worked with MCI WorldCom and US Sprint to develop a telecommunications product/services type look and co-brand for its card. FTS received one thousand cards from US Sprint and 500 cards from MCI WorldCom for use in their campaign. Each prepaid calling card contained a specially recorded message for customers to hear whenever they placed a call in an attempt to voice brand FTS' contractual expertise.

The cards were presented free of charge to FTS, which negated any control for FTS to have over the minutes placed upon each card. Sprint's prepaid calling card provided for up to 60 minutes of free long distance service, while MCI WorldCom's Interactive Phone Survey card provided for 15 free minutes of long distance service following the completion of a short survey.



USPS Priority Mail is an important marketing channel for FTS. During this campaign, FTS personnel worked in collaboration with Postal employees to develop a special co-branded USPS-GSA Priority Mail envelope. Bell Paper Box, Inc., located in Sioux Falls, South Dakota, printed this special envelope for FTS. A new USPS-GSA Priority Mail Envelope is also being developed to incorporate the new GSA Logo.

Meter equipment was also utilized to further the FTS brand name. A special ad plate enhancement was institutionalized during the phone card campaign so that all mail now leaving FTS' corporate headquarters bears the FTS name.

Purchase of Telecommunications Services.

POTS Contract Extended

The Greater Southwest Region has extended the Purchase of Telecommunications Service (POTS) contract for an additional six months. The new end date of the contract will be April 2, 2001.

The purpose of the contract extension is to provide additional procurement lead time for awarding a new contract for telecommunication services and equipment. The extension will allow our customers continued uninterrupted service. The current prices under the contract will remain in effect. GSA, FTS expects to have the follow-on contract in place by April 2001.

Unsure? Contact your local GSA Area Telecommunications Manager.

New Area Codes Announced

The following area codes have been announced for activation in the near future.

Utah 385 December 31, 2000

The new area code 385 will serve the southern and northern geographic portions of the existing 801 area code, including communities of American Fork, Orem, Provo and Spanish Fork in the south, and Ogden, Morgan, Kaysville and Bountiful in the north. The central portion, Salt Lake County, will retain the 801 area code.

Connecticut 475 January 6, 2001

The new area code 475 will overlay existing area code 203.

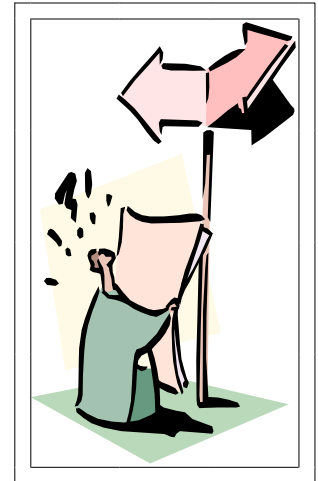
Connecticut 959 January 6, 2001

The new area code 959 will overlay existing area code 860.

North Carolina 980 February 10, 2001

The new area code 980 will overlay existing area code 704.

If you have any questions, contact your local GSA Area Telecommunications Manager.



GSA facility at Seckenheim, Germany.

FTS Europe

The GSA Federal Technology Service (FTS) has established a permanent facility at Hammonds Barracks in Seckenheim, Germany to manage a business development program to support the DoD customers (including USAREUR, USAFE, NAVEUR and 5th Signal Command) and U.S. federal customers throughout Europe. This office is a logical extension to the FTS technical specialists who have been supporting on-site customer requirements throughout Europe since 1984.

The office will provide agency customers the ability to work directly with a local FTS representative and take advantage of the wide range of products and services available from the two FTS business lines (IT Solutions and Network Services). This office will coordinate this range of services and solutions available from both U.S.-based and in-country sources as well as FTS technical personnel. In-country knowledge of current issues including

SOFA, TESA, TECA, certification, customs, shipping and GSA's IT Fund will be easily accessible to European based customers. As European based federal customers address technology, overseas and deployment challenges, FTS is committed to establishing effective business relationships, providing synergistic technology solutions and face-to-face service.

Currently supported countries include Bahrain, Belgium, Bosnia, England, France, Germany, Greece, Iceland, Italy, Kosovo, Netherlands, Norway, Portugal, Saudi Arabia, Spain, Turkey and the United Kingdom.

For information, contact:

fts.europe@gsa.gov –or– call DSN 375-5162

Within Germany Commercial 0621-487-5162.

From the US Commercial 011-49-621-487-5162

Fiscal Year 2001.

FY 01 Rates for Network Services

FTS has "unbundled" the costs of the monthly line rate so that the rate will no longer subsidize other services that can be itemized and for which self-supporting fees can be established. We are not reducing our commitment and level of support to you, but rather we are taking the expense of a particular product or service out of the base line rates and placing the cost of the associated service or feature on a separate fee schedule.

The cost for order preparation, invoice processing and billing, has been removed from the base monthly line rates. Some customers generate numerous orders, and other customers rarely require changes to their telephone service. To equitably distribute the cost to the "cost causer," all orders you submit through GSA for new lines, disconnecting lines, adding voice mail or a feature to a line, as well as installation, moves or changes to telephone instruments, will carry an order preparation fee of \$25.00 per order. There will also be a separate charge assessed via our TOPS billing system on all non-recurring installation services. This charge is associated with the billing and payment of such services. There is no order preparation fee for inventory corrections. An inventory correction would occur when you previously placed an order, but the GSA inventory or billing record does not accurately reflect the work performed on the original order.

The FY01 rates for the following GSA consolidated locations do not include applicable charges associated with line provisioning such as the universal service fee, line number portability, expanded calling charges, and the telecommunications relay charge. Please contact your local GSA Federal Technology Service Manager for applicable charges for your location and to attain rate information on exclusive use agency locations.

LOCATION	SYS #	STATION RATE	LOCATION	SYS #	STATION RATE
Muskogee, OK	701	\$27.56	Laredo, TX	748	\$25.23
San Antonio, TX	702	\$31.27	Las Cruces, NM	749	\$29.73
Ft. Worth, TX	703	\$24.57	New Orleans, LA	750	\$16.00
Oklahoma City, OK	704	\$30.72	Corpus Christi, TX	751	\$21.42
Lufkin, TX	705	\$35.43	Brownsville, TX	752	\$27.38
Tulsa, OK	706	\$34.78	Irving, TX	754	\$22.22
Dallas, TX	707	\$47.75	Beaumont, TX	757	\$32.41
McAllen, TX	709	\$23.56	Beaumont, TX	758	\$41.07
Baton Rouge, LA	710	\$11.08	Dallas, TX	759	\$24.70
Tyler, TX	715	\$34.00	Dallas, TX	760	\$23.36
Harlingen, TX	716	\$28.44	Oklahoma City, OK	761	\$46.42
Lafayette, LA	717	\$26.39	Galveston, TX	766	\$26.53
Stillwater, OK	718	\$39.22	El Paso, TX	767	\$30.30
Albuquerque, NM	720	\$15.02	Little Rock, AR	769	\$20.75
Del Rio, TX	728	\$22.80	Amarillo, TX	770	\$24.71
Norman, OK	729	\$27.05	Ft. Worth, TX	772	\$18.47
Oklahoma City, OK	730	\$35.56	El Paso, TX	773	\$35.22
Waco, TX	731	\$22.18	College Station, TX	774	\$24.48
Eagle Pass, TX	732	\$23.49	Dallas, TX	775	\$24.65
Alexandria, LA	733	\$21.70	Midland, TX	777	\$30.90
Santa Fe, NM	737	\$51.61	Houston, TX	778	\$26.68
El Paso, TX	738	\$22.88	Albuquerque, NM	779	\$16.42
San Antonio, TX	739	\$20.98	Houston, TX	780	\$33.11
Las Cruces, NM	743	\$52.70	Lubbock, TX	784	\$23.34
El Paso, TX	744	\$27.89	Plano, TX	786	\$23.58
Dallas, TX	745	\$29.17	Tulsa, OK	795	\$37.87
Austin, TX	746	\$24.05	Shreveport, LA	796	\$13.22
El Paso, TX	747	\$25.74	Houston, TX	797	\$24.96
			Temple, TX	798	\$39.33

____Metropolitan Area Acquisition.

GSA Awards Local Telecommunications Services Contracts in Dallas and Albuquerque

GSA awarded contracts to four companies to provide local telecommunications services to federal government agencies in Dallas and Albuquerque under its Metropolitan Area Acquisition (MAA) Program. The MAA Program was conceived shortly after the Telecommunications Act of 1996, in order to bring to the local service environment the same benefits of competition that had been seen in the long distance market since 1984. Managed by GSA's Federal Technology Service (FTS), these contracts provide for standard voice service as well as switched data service and dedicated transmission service offerings. The scope of the contracts allows for the addition of new and leading edge services as they become available in the commercial marketplace.

The contracts in Dallas awarded to Southwestern Bell Telephone Company, WinStar Communications, Inc. and AT&T have an estimated value of \$470 million over 8 years, with new local service prices that will potentially save the government over \$128 million. The Dallas service area includes Dallas and Tarrant counties, and encompasses the cities of Dallas and Fort Worth.

The contract in Albuquerque awarded to Qwest Corporation (formerly US West) has an estimated value of \$102 million over 8 years, with new local service prices that will potentially save the government close to \$19 million. The Albuquerque service area includes Bernadillo County with extended local calling capabilities into the localities of Belen, Estancia, Laguna Acoma, Los Lunas, Moriarty, Mountainair, Pena Blanca, and Tijeras.

As part of its program strategy, FTS has incorporated competition-enhancing terms in its MAA and FTS2001 (long distance) telecommunications contracts, including price management mechanisms and technology refreshment provisions. These are meant to ensure not only that the prices paid by federal government users remain current with the best available in the marketplace, but that the types of services offered remain current with industry trends as well. For more MAA program specific information, please refer to the GSA FTS website at www.gsa.gov/MAA.

____Worldwide IT support services.

Millennia Lite

The GSA FTS Information Technology Acquisition Center, co-located in Fort Worth, TX, and Atlanta, GA, has completed award of all contracts under its Millennia Lite program. Millennia Lite provides a full spectrum of IT support services worldwide through multiple-award contracts.

According to FTS Commissioner Sandy Bates, "The Millennia Lite contracts will provide GSA's customers with greater choice of solutions and institute partnerships with many more industry partners." Millennia Lite offers support in four broadly defined functional areas: Information Technology Planning, Studies and Assessment; High-End Information Technology Services (HITS); Mission Support Services; and Legacy Systems Migration and New Enterprise Systems Development. Each of the 43 Millennia Lite contracts has a base period of three years, plus award term options to extend services up to a total of 10 years.

For additional information, please call Shan Clark at 817 978-3506 or Rose Smith at 404-331-6116. Visit the Millennia Lite website <http://lite.gsa.gov>.

Pilot initiative is now open.

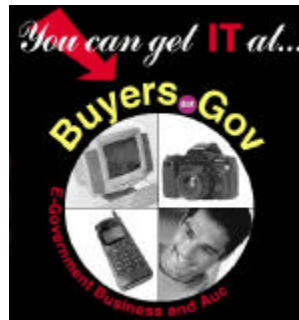
Buyers.Gov

*Fiscal year-end has begun ... The phones are ringing ... The fax machine is out of paper...
And you wish you had some help getting those IT commodity purchases for your customer agencies.*

Let Buyers.Gov help. The Buyers.Gov pilot initiative is now open and accepting orders for IT commodities.

Three new procurement tools in the "GSA tool box" are available to FTS customers via the Internet located at

<http://www.buyers.gov>.



- ◆ **Private Auctions** — (Typically referred to as a reverse auction) The goal is to drive prices to natural market levels rather than drive prices up. Private Auction can be used for any procurement where price/performance tradeoffs can be easily evaluated. The PA can be used in a best value evaluation or low price evaluation, and allows for real time, dynamic price negotiations.
- ◆ **eFAST** - Provides the capability of aggregating government purchasing power for commonly purchased products or purchases within the Simplified Acquisition Process. Aggregation can be an effective tool for purchasing small quantities of product by combining the individual small quantities into a group with substantive quantities for a specific product. The price of the product will be posted, and will decrease as more buyers purchase the product. Quantity discounts and unit price reductions will vary by product, quantity price breaks, and source of supply. All buyers of a product aggregation event will benefit from the total purchases when the event closes, regardless of when they made their purchase during that event. GSA FTS takes care of all procurement regulations under eFAST. All a buyer has to do is make a selection and wait for the product to be delivered. The buyer can even initiate an aggregation event by contacting the Commodity Manager with the product description/make and model number.
- ◆ **Quick Quote**—(This tool is under development and is not currently available for use.) Upon implementation, Quick Quote will offer the capability to issue a RFQ and receive quotes from selected sources of supply. Quick Quote is more of a full service store where the buyers can purchase as little or as many commodities as necessary. The buyer may even use Quick Quote to generate a list of commodities through the use of a shopping cart and then transfer the shopping cart to a private auction for procurement

What does that mean to you as an FTS buyer? It means the FTS will be able to purchase more! Certain customers haven't purchased IT commodities from FTS in the past. Buyers.Gov gives customers E-commerce buying using these FTS tools.

Also, this gives FTS a way of getting better pricing for those customers who only want one or two items. These small quantity buys take as much time as the large quantity buys. eFAST allows the customer to go directly to the buyers.gov web page or an FTS representative can initiate the buy for you. eFAST can use Government credit cards or any other type (MIPR or IA) of valid federal funding.

Available for limited time.

Nextel Announces Promotional Offers

- September 5—October 31, 2000

Buy one Get one Free

i550plus	\$79.20	i700plus	\$119.20	i1000plus	\$159.20
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- September 5 — December 31, 2000

Nextel Online and Two-way Messaging

		Description
National Business Plans (NBP)	Basic	Internet access included (NOL Basic service) with NBP purchase. *
	Plus	Purchase unlimited Internet browsing (Plus service) on any NBP for just \$5.00
	Two-way Messaging	Buy Two-way messaging service at \$10.00, get Two-way Messaging on a second handset for free.
Non-NBP	Basic	Purchase Internet access (Basic service) on non-NBP plans for \$10.00, get Internet access on a second handset for free.
	Plus	Purchase unlimited web browsing on a non-NBP plan for \$10.00
	Two-way Messaging	Buy Two-way messaging service at \$10.00, get Two-way Messaging on a second handset for free.

***Please Note: Basic will be included with all NBP purchases from 9/5/00 – 12/31/00**

- Effective September 1, 2000
i550+ replacement for i500 — at a promotional price of \$79.20. The key differences include the ability to access Nextel's web features, a list of the last 10 numbers sent/received, a missed call indicator, an updated keypad layout and a recessed lens display. All i500 accessories available will be compatible with the i550+.
- Two-Way Messaging** — enables you to send, receive, and reply to text messages on your Nextel plus phone.
- Price Reduction** — GSA Performance Plan 250 is reduced to \$35.95.

Get them while they last!

Meridian Digital Telephones at Half Price

Do you have a requirement for Proprietary PBX Digital Single Line telephone sets, with 5 feature keys? If so, the Corps of Engineers in New Orleans has a deal for you—more than 100 **Northern Telecom M2006 sets** are available at the bargain basement price of **\$60 per set!** For additional information please contact Chris Colombo at the COE on 504 862-1315 or Tommy Earls at GSA on 817 978-4355.

U.S. General Services Administration
Federal Technology Service
Correspondence Symbol 7TA
819 Taylor Street
Fort Worth, Texas 76102-6195

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ADDRESS CORRECTION REQUESTED

FTS Greater Southwest Region at your service ...

Federal Technology Service (7T)

Assistant Regional Administrator Marcella Banks 817 978-2871

Office of Strategic Planning, Marketing and Sales (7TA)

Director Susan Houser 817 978-4087

American Indian Account Manager Sara Crazy Thunder 505 899-5702

Office of Resource Management (7TC)

Director Marjorie Readout 817 978-4177

Office of IT Solutions (7TR)

Director Sharon O'Toole 817 978-3687

Office of Network Services (7TT)

Director Sylvia Hernandez 817 978-3709

Internet Home Page Address: http://www.gsa.gov/regions/7k/fts_its

Information Technology Acquisition Center (ITAC)

Co-Director Kathy Garrett 817 978-3434 (Fort Worth, TX)

Co-Director Jo Davis 404 331-0389 (Atlanta, GA)

Has your address changed? *We need to know!*

We update our files on a regular basis. If your label does not reflect a previously requested change, it may not have been received in time for this mail-out, and we apologize for any inconvenience.

Please fax details of required address changes to the attention of Winona Spinks at 817 978-4039.

If there is a control number listed on your mailing label, be sure to reference it on your change request.

Thank you!

